

Sales 1221 1222) 1223 1229 1224 ROM (1225 SC 12262 1229 PA 1240 _____ **RSM RBM** 1244 _____

MITCH D. MCGOVERN Key Account Manager

700 Bursca Drive, Suite 705 Bridgeville, PA 15017 412-221-2424

Fax: 412-221-2425

February 12, 1997

To:

To all DM's, RM's, RR's w / Thrift Drug CID #0312-00-00

1210, 1310, 1610, 1710 1222-25,26, 1226-27,29,

1322-20, 1326 - 22,23,24,25,27,28,29 1330-20,21,22,23,24,25,26,27,28,29,30 1332 - 20,21,22,23,24,25,26,27,28,29,30 1334-20,21,22,23,24,25,26,27,28,29,30

1622-20,21,22,23,24,29

1730-20,22,23,28,29,30 1732-21,22,26,27,28 1738-41,42,43,44,47,48,49

From;

Mitch McGovern / Key Account Manager / 1740

Subject:

Thrift Drug CID#0312-00-00 - Doral DPC Promotions

Ladies / Gentlemen,

The weeks of February 24 and March 10, all Thrift Drug locations in the North East Sales Area will be receiving the following:

> **Doral Full Flavor** Doral Full Flavor 100 1 **Doral Light** 1 1 **Doral Light 100**

> > PAGE 1 OF 2

- •All packs couponed .\$30 off per pack
- •All product in a DPC shipper display
- •Product to be shipped by B. Lipsitz Co. SIS #370920

During normal coverage of your respective accounts, please ensure this display is placed in a highly visible location. There is not a need to contact accounts that do not have a monthly or quarterly frequency.

In advance, thank you for your follow-through with Thrift Drug.

Sincerely,

Mitch

M.D. McGovern

MDM:clc